

REQUEST FOR DEVELOPER QUALIFICATIONS



January 12,
2018

for the
Purchase and Redevelopment
of the
Former Montgomery County Public Safety
Training Academy Site



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I. INTRODUCTION

A. Overview

Montgomery County invites responses to this Request for Developer Qualifications (RFDQ) for purchase and redevelopment of the 52-acre former Public Safety Training Academy (PSTA), located at 9710 Great Seneca Highway in Rockville, Maryland. The effort is an integral component of the County's Smart Growth Initiative and advances the vision of the Great Seneca Science Corridor Master Plan. The County plans to sell the site to a qualified developer team for its redevelopment.

The site is bounded by Key West Highway on the north and Great Seneca Highway on the east. Adjacent to the west are a small retail center, medical office buildings and a small townhouse development. To the south of the site, on the other side of a shared access road, lies a 6.3-acre County-owned parcel, improved with a 55,000-square-foot building that is the location of the National Cybersecurity Center of Excellence.

FIGURE 1: AERIAL OF SITE LOOKING SOUTH – PRIOR TO BUILDING DEMOLITION



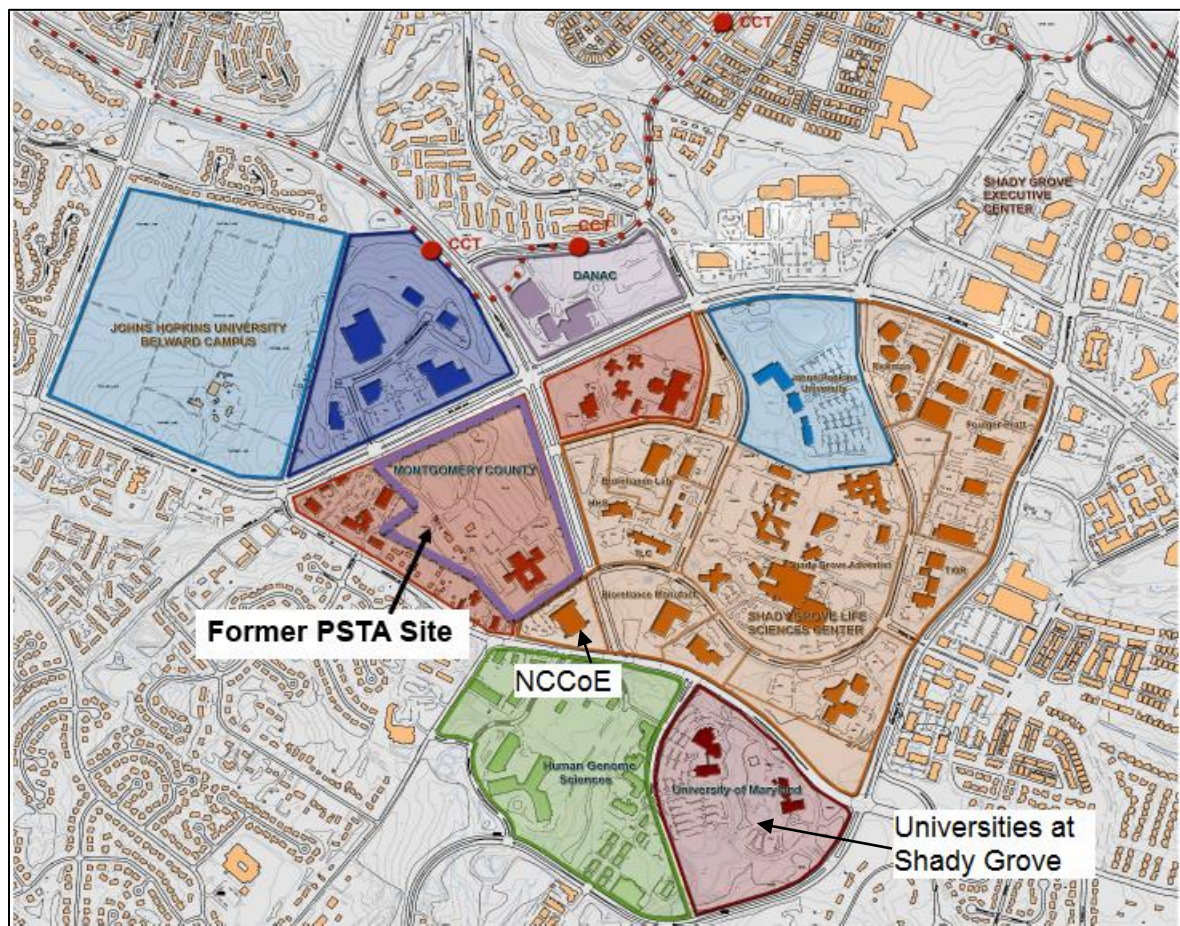
The road on the left side of the image is Great Seneca Highway.

In 2008, County Executive Isiah Leggett introduced the Smart Growth Initiative, a strategy for the relocation and improvement of certain County facilities, which would enable higher and better uses of existing sites, consistent with the vision of long-term master plans for the County's economic growth and sustainability. Through this initiative, the PSTA was relocated to the Webb Tract, a County-owned, 130-acre site, proximate to the Montgomery County Airpark.

1. Master Plan

The Great Seneca Science Corridor Master Plan (Master Plan) envisions transforming the existing Shady Grove Life Sciences Center (LSC) from a suburban office park into a vibrant, live-work community that integrates life science companies, academic institutions, housing, retail and services around planned Corridor Cities Transitway (CCT) stations to fulfill its vision of connected centers. To that end, the Master Plan converted most single-use zones into Commercial Residential (CR) Zones. The CR Zone allows a wide range of uses and requires the designation of four elements: total allowed floor area ratio (FAR), maximum commercial/non-residential (C) floor area ratio, maximum residential (R) floor area ratio, maximum building height (H). The PSTA site is zoned CR-1.0, C-0.5, R-1.0 H-150'.

FIGURE 2: LOCATION OF THE FORMER PSTA SITE WITHIN THE LSC



The Master Plan requires that properties 20 acres or greater must submit a concept plan for Planning Board approval. The concept plan must demonstrate how a site will achieve the Plan's vision at full buildout. This applies to the PSTA site.

The Master Plan can be found at the following link:

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http://www.montgomeryplanning.org/community/gaithersburg/documents/GSSCAppealedandAdopted_web.pdf

Background information on implementation since the Plan's adoption in 2010 can be found in the Biennial Master Plan Monitoring Report:

<http://montgomeryplanningboard.org/wp-content/uploads/2017/08/2017-Biennial-Master-Plan-Monitoring-Report-1.pdf>

Information on the CCT can be found at the following link:

<http://www.cctmaryland.com/>

The Master Plan includes an accompanying set of Implementation Guidelines, which can be found at the following link:

<http://www.montgomeryplanning.org/community/gaithersburg/documents/GSSCAppealedandAdoptedImplementationGuidelines.pdf>.

The LSC Loop Trail is a 3.5 mile cycling and walking path that connects the various districts within the Master Plan. The Montgomery County LSC Loop Trail Design Guidelines were approved by the Planning Board as an amendment to the Implementation Guidelines and can be found at the following link:

http://www.montgomeryplanning.org/community/lsc_loop/documents/LSCLoopTrailDesignGuidelinesDRAFT071015.pdf.

2. Current Site Conditions

The County demolished all structures on the 52-acre site. Except for the main training building, all buildings were demolished down to slab-on-grade. For the main training building, the basement was filled. Demolition included the remediation of environmental building concerns; disconnection, capping and abandonment in place of all utilities, and; the removal of all demolished materials, as well as loose fixtures, trash and debris from the site. All site work, including but not limited to sidewalks, parking lots, roadways, driver training surfaces or landscaped areas remain in place.

As-builts of the site can be found at:

<http://www.montgomerycountymd.gov/dgs/resources/files/OPD/Former%20PSTA%20Demolition%20As%20Builts.pdf>

An ALTA survey of the site completed by the County can be found at the following link:

<http://www.montgomerycountymd.gov/dgs/resources/files/opd/500-489%20MOCO%20PSTA%20ALTA.pdf>

Apex Companies, LLC, on behalf of the County, prepared a Phase I Environmental Site Assessment dated February 26, 2015 and a Subsurface Investigation Report on February 10, 2016. These reports may be found at the following links:

Phase I –

<http://www.montgomerycountymd.gov/DGS/Resources/Files/OPD/PSTA%20Phase%201%20Report%20FINAL.pdf>

Phase II –

<http://www.montgomerycountymd.gov/DGS/Resources/Files/OPD/PSTA%20Phase%202%20Report%20FINAL.pdf>

3. 9700 Great Seneca Highway

The County owns the adjacent 6.3-acre property at 9700 Great Seneca Highway. Currently the County leases this property, which is improved with a 55,000-square-foot building, to the Maryland Economic Development Corporation, which in turn has a license agreement with the National Institute of Standards and Technology to operate the National Cybersecurity Center of Excellence (NCCoE) at this location. The NCCoE is a public-private partnership that includes industry organizations, government agencies, and academic institutions that work to address pressing cybersecurity issues.

The initial term of the lease and license agreements is ten years, ending in 2025. The agreements include two optional renewal terms of five years each.

4. Universities at Shady Grove

The Universities at Shady Grove (USG) is also located within the Great Seneca Science Corridor at 9630 Gudelsky Drive. USG is interested in creating a new research center focused on cyber security, which could potentially be located on a site proximate to the USG campus. The vision for this research center is a collaboration utilizing multiple assets to address the cyber security challenges facing the economy and build Montgomery County's capacity and reputation as the epicenter of cyber innovation. The structure could be a Public Private Partnership (P3) dedicated to education, training, technology commercialization and research focused on the most challenging cyber threats and related emerging technologies.

The P3 model serves this initiative well by allowing each participant to do what it does best. The three pillars of the proposed model: (1) higher education; (2) industry; and (3) government would be centered on research, innovation, entrepreneurship, incubation-acceleration, workforce development and a support system for entrepreneurs.

B. Project Goals

The project goals listed below reflect the Master Plan and the County's Smart Growth Initiative.

- Redevelop the former PSTA site with a dynamic live/work community that contributes to the economic sustainability of the County.
- Maximize the value to the County.

- Provide a minimum of 30% Moderately Priced Dwelling Units (MPDUs) or other units exempt from development impact taxes.

II. SELECTION PROCESS

The County will select a developer through a two-part process, further described below:

A. Phase 1: Qualifications

Proposers are invited to submit the following information to assist the County in its selection process.

1. Provide information on the Proposer including a single point of contact including name, title, phone number and email address. Further, provide the address and legal form of the Proposer. If the Proposer is a joint venture, provide this information for all participants.
2. Provide a summary statement that synthesizes your proposed development concept and approach, demonstrating that your proposal generally meets the Project Goals identified by the County.
3. Demonstrate that the proposer is experienced in the disciplines required to make this development a success, including previous experience.
4. Provide evidence of proposer's financial strength and the ability to sign a purchase contract with the County. Identify proposed sources of capital for the purchase of the site.
5. Provide a preliminary schedule that includes general timelines for commencing construction and phasing of development. Information about when permits would be procured and other detailed information is not required during the Qualifications phase.

Responses will be evaluated by the County and Proposers may be invited to meet with the County to provide further information. Based on its evaluation, the County will determine which teams would move forward to the next phase.

B. Phase 2: Development Proposals

Selected Proposers will be invited to submit the following information to the County in Phase 2 of the selection process. Proposers **should not** include the following information during the Phase 1 Qualifications phase of the selection process.

1. Concept

Montgomery County is seeking to understand your vision for the former PSTA site. In greater detail than what was included in your response during Phase 1, provide a narrative description of the site planning concept your development team believes will most appropriately satisfy the planning/architectural requirements of the Master Plan. The vision should reflect a walkable, high-density residential community, including attributes such as a central civic green and higher density development adjacent to the future CCT station. Note that no concept development plan is required.

2. Development Timeline

Provide a sequential narrative description of what the Proposer will do over the next two to five years, with elements including:

- a. The roles and responsibilities of the primary project team members or partners;
- b. Phasing, timelines, methodologies and milestones necessary to implement the vision (property settlement, zoning entitlements, permitting approvals, etc.); and
- c. Critical path, including project risk factors, and Proposer's plan for mitigating these major risk elements.

Please be certain to address each of the above elements within the context of your overall plan.

3. Financial Value

Provide the amount that the developer would pay to the County. The amount should reflect development providing the highest and best use that when combined with the purchase price results in the greatest net present value to the County. The overall value proposition must include the MPDU requirement. Provide the projected timing of payment of any deposits and when transactions would occur.

III. PRELIMINARY TIMELINE

Montgomery County anticipates meeting with potential Proposers for the Qualification phase in early 2018. Proposers will be notified to submit additional information for Phase 2.

Montgomery County anticipates having a selected Proposer identified by mid-2018.

IV. PHASE 1 SUBMITTAL INFORMATION

Qualifications are due by 4:00 p.m. on March 1, 2018. Please submit four hard copies and an electronic copy to:

Ronnie L. Warner, Chief
Office of Planning and Development
Montgomery County Department of General Services
101 Monroe Street, 9th floor
Rockville, MD 20850

The package must state "RFDQ – Public Safety Training Academy." Written Proposals will be evaluated only upon what is submitted, and it is incumbent upon the Proposer to submit sufficient information to enable the County to fully evaluate the Proposer's capabilities and experience. Proposals received after the date and time specified will be considered late and will not be considered. The

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County will not accept faxed Proposals or Proposals sent via e-mail. Unless requested by the County, additional information cannot be submitted by the Proposer after the deadline. The Proposer may be notified in writing of any change in the specifications contained in this request.

Proposals may be modified and submitted prior to **March 1, 2018 at 4:00 p.m.** Modified proposals received after the date and time specified for receipt of proposals will not be accepted or considered regardless of the reason or reasons for lateness.

Written questions regarding the RFDQ should be sent via email to OPD.DGS@montgomerycountymd.gov. No verbal questions will be accepted. All questions and the responses from the County will be posted on the Office of Planning and Development's website at www.montgomerycountymd.gov/DGS/OPD/Home.html.

V. CONDITIONS AND LIMITATIONS

The County reserves the right, in its sole and absolute discretion, to reject any and all Proposals received in response to this RFDQ, advertise for new Proposals or to accept any Proposal deemed to be in its best interest, to suspend negotiations, and to cancel this RFDQ at any time, for any or no reason, prior to entering into a formal contract. The County further reserves the right to request clarification of information provided in Proposals submitted in response to this RFDQ without changing the terms of this RFDQ.

A Proposal submitted in response to this RFDQ does not constitute a contract and does not indicate or otherwise reflect a commitment of any kind on behalf of the County or impose any binding obligations on the County or grant any rights to the Offeror. Furthermore, this RFDQ does not represent a commitment or offer by the County to enter into an agreement with an Offeror or to pay any costs incurred in the preparation of a Proposal to this RFDQ. Furthermore, this RFDQ does not commit the County to pay for costs incurred in the negotiation or other work in preparation of, or related to, a final agreement between the Selected Proposer and the County.

Any commitment made by the County will be subject to approval by the Montgomery County Council per Montgomery County Code Section 11B-45, Disposition of Real Property.

The Proposals and any information made a part of the Proposals will become a part of the project's official files. The County is not obligated to return any materials submitted or received in response to this RFDQ. This RFDQ and the selected Offeror's response to this RFDQ may, by reference, become a part of any formal agreement between the Offeror and the County.

If an Offeror contends that any part of its Proposal is proprietary or confidential and, therefore, is limited to disclosure under the Maryland Public Information Act, MD Code Ann. State Gov't §§10-611 *et seq.* (the "MPIA"), the Offeror must identify all information that is confidential or proprietary and provide justification for why such materials should not be disclosed by the County under the MPIA. The County, as custodian of Proposals submitted in response to this RFDQ, reserves the right to determine whether or not material deemed proprietary or confidential by the Offeror is, in fact, proprietary or

confidential as required by the MPIA, or if the MPIA permits nondisclosure. The County will favor disclosure of all Submissions in response to any request for disclosure made under the MPIA.

Proposers should familiarize themselves with the Site and form their own opinions as to suitability for any proposed development on the Site. The County makes no representations as to the Site. The County assumes no responsibility for site conditions including, but not limited to, environmental and soil conditions on the Site. Offerors are responsible for their own background investigation as to restrictions, if any, bearing upon title, zoning, subdivision, transportation, developability, utilities, and physical conditions at these sites. Soil tests and other invasive tests may not be conducted upon any of these sites during the RFDQ stage.